



Silky Overseas Limited

Jawahra Pardhana Road, Village Jawahra,
Tehshil Khanpur, Dist. Sonapat, Haryana-131305

CIN : U17110DL2016PLC298888
PAN : AAXCS0302D

Date: February 27, 2026

To,
The Listing Compliance Department
National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex
Bandra (E), Mumbai - 400051
Maharashtra, India

SYMBOL: SILKY

Subject.: Investor Presentation under Regulation 30 read with Para A of Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Dear Sir / Madam,

Pursuant to Regulation 30 read with Para A of Part A of Schedule III of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("Listing Regulations") please find enclosed the "Investor Presentation" for the Quarter and Nine months ended December 31, 2025 of the Company.

The aforesaid presentation is also being hosted on the website of the company at https://cdn.shopify.com/s/files/1/0727/7448/4284/files/Silky_Overseas_Ltd_PPT.pdf

We request you to kindly take the above on record.

Thanking You,

Yours Faithfully,

For and on behalf of **SILKY OVERSEAS LIMITED**

HARSHIT Digitally signed by
HARSHIT GUPTA
GUPTA Date: 2026.02.27
15:52:02 +05'30'

Harshit Gupta
Company Secretary & Compliance Officer
M. No.: A74909



SILKY OVERSEAS LTD

INVESTOR PRESENTATION

Safe Harbour

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This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded

Certain matters discussed in this Presentation may contain statements regarding the Company's market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the Company's ability to successfully implement its strategy, the Company's future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cashflows, the Company's market preferences and its exposure to market risks, as well as other risks. The Company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third-party statements and projections. All Maps used in Presentation are not to scale.

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Company Snapshot

RIAN DECOR

- Premium Home Furnishing Manufacturer | Established in 2016
- Delhi-based manufacturer of premium home furnishing products
- A large-scale listed organized manufacturer in the predominantly unorganized mink blanket industry.
- “Rian Décor”, the strong brand presence under Silky Overseas Limited
- Listed on NSE Emerge in July 2025



97%

B2B sales via distributors & wholesalers for FY 24-25



3%

D2C through e-commerce platforms for FY 24-25



Presence across leading marketplaces:

Flipkart   Myntra

AJIO



Onboarded Flipkart Fulfillment Centers for faster deliveries

Management Profile



Mr. Sawar Mal Goyal
Chairman & Managing Director

-  Senior Secondary
-  Experience of Over 40 years in business
-  Instrumental in major policy decisions, strategic formulation, and business expansion
-  Oversees comprehensive management and leads the core team with exceptional leadership skills



Mr. Ananya Goyal
Founder & Whole Time Director

-  Bachelor of Science in Business and Management studies
-  Business Experience of Around 10 years in various roles
-  Manages manufacturing and budgets; along with strong leadership in marketing and production
-  Established e-commerce presence, demonstrating effective decision-making

Business Model

B2B DISTRIBUTION MODEL

- Pan-India B2B distribution network covering Ludhiana, Delhi, Raipur, Siliguri, Guwahati, and other cities
- Direct sales to wholesalers and retailers of home furnishing products
- Strong long-term distributor relationships ensure stable demand
- Efficient supply chain and consistent quality drive repeat orders.

E-COMMERCE & DIRECT-TO-CONSUMER MODEL

- Direct-to-consumer sales via Flipkart, Myntra, Ajo, Limeroad, and Snapdeal.
- Own branded website strengthens direct customer access.
- Strategic warehousing through Flipkart fulfillment centers.
- Faster deliveries improve customer experience and sales velocity.



Product Portfolio

Mink Blankets

- Luxurious synthetic fiber blankets, made from acrylic or polyester,
- Available in single and double ply (1.3-8.0 kg) Features vibrant floral and geometric designs.
- Soft, durable, machine washable.
- Market leader in 1.6 kg single bed.



Baby Blankets

- Soft, lightweight blankets designed with premium, baby-safe materials.
- Ideal for cribs, strollers, and tummy time, with various designs and sizes (30x40 inches)
- High-quality materials & construction
- Expanding presence in the premium baby segment



Comforters

- Quilted bedding with polyester, down feathers, wool or other filling in light, medium, and heavy weights (Twin to King)
- Premium baffle-box construction for superior insulation and loft prevention
- Versatile bedding & decorative layering
- Suitable for guest rooms and hospitality



Bedsheets

- Fitted and flat sheets in multiple fabrics for comfort and sleep enhancement.
- Variety of colors, prints, and designer options for all bedroom decors.
- Temperature-regulating materials for comfort
- Strong presence across e-commerce platforms

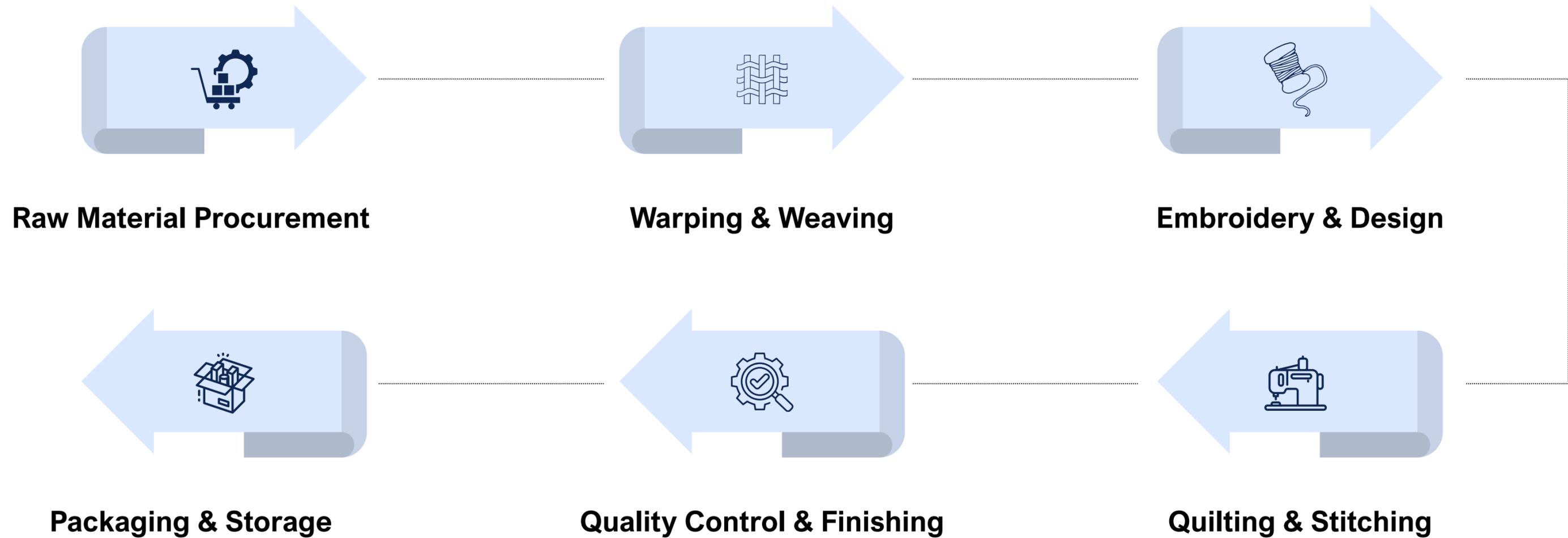


Curtains

- Multi-functional home décor in sheer, blackout, thermal, and decorative styles.
- Offers privacy, light control, and thermal insulation.
- High Margin Category.
- Supports integrated home décor strategy
- Leveraging PAN India distribution network



Manufacturing Process



Production cycle

10-15 days
(raw material to finished goods)

Seasonal inventory

60-90 days
maintained

Installed capacity

6,250 MT

Current utilization

68.16%

Manufacturing Facility

Location & Area



- > **Located in Panipat, Haryana**
- > **4-acres** integrated manufacturing facility
- > **1.5 acres** dedicated to automated production
- > **2.5 acres** of covered storage for raw materials and finished goods
- > Scalable infrastructure supporting future expansion

Advanced Technology



- > **Automated** high-speed production machinery
- > **State-of-the-art** embroidery equipment for precision design application
- > **Automated** warping, weaving and finishing systems
- > **ISO 9001:2015** certified production processes
- > **Industry-standard** quality control infrastructure

Production Capability



- > **6,250 MT** annual installed capacity
- > **4260.16 MT** Current production (FY2024-25)
- > **68.16%** Capacity utilization

Sustainability & Workforce



- > **750 kW** solar plant powering operations
- > **130+** skilled workforce ensuring operational excellence
- > **10-15-day** production cycle from raw material to finished goods

Panipat Mink Blanket Industry Leader

Silky at the Heart of India's Mink Blanket Hub



**India's textile
manufacturing
epicenter**



Seamless raw material sourcing at competitive costs



Pan-India distribution capability from central hub location



Proximity to established supplier ecosystem and logistics partners



8 lakh kg

Daily production of
mink blankets



300+

Exporters



750+

International Buyers'

CATALYSTS FOR THE NEXT PHASE OF GROWTH

Operational Enhancements

Shed construction completed as per planned timelines enhancing order leading to improved efficiency

Logistics Network Expansion

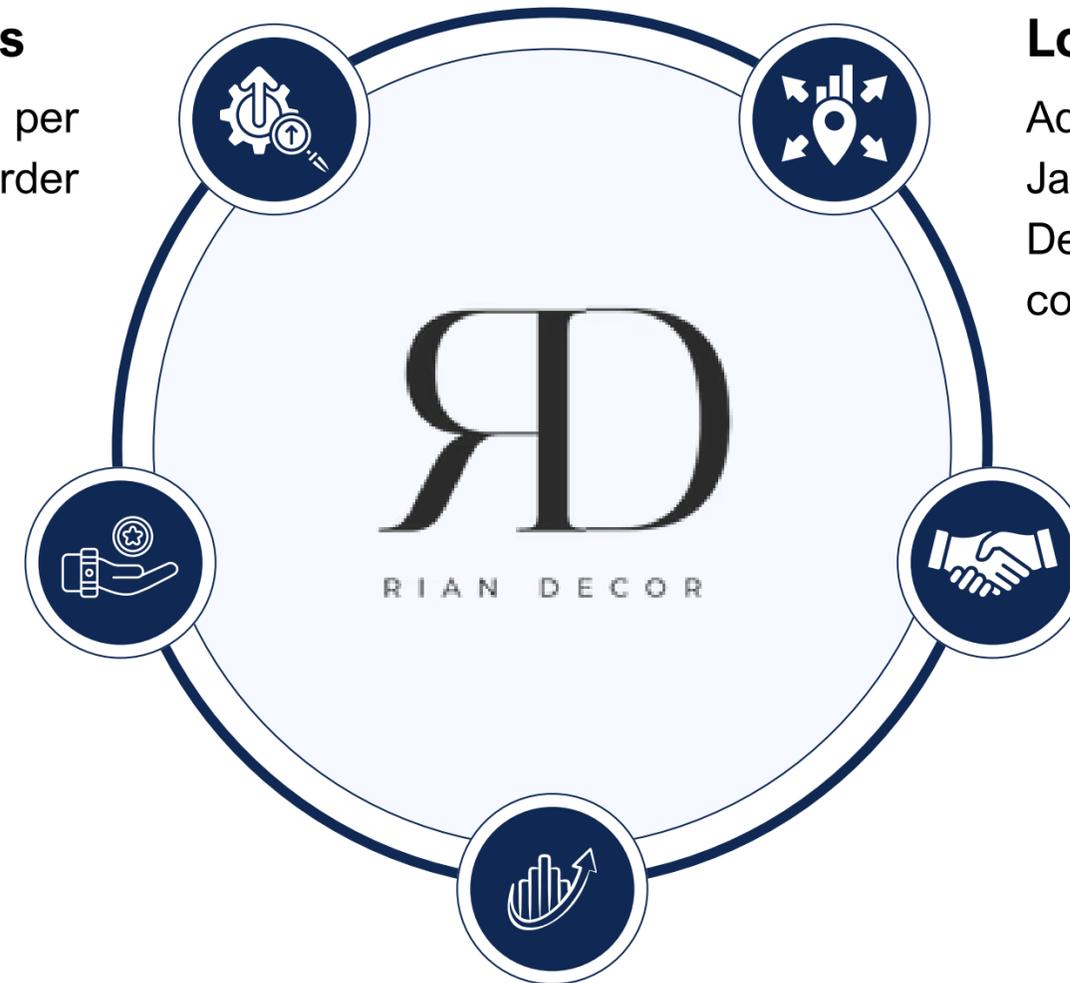
Added three (3) new warehouses in Jaipur, Ahmedabad, and Lucknow- Delivery speed: 1–2 days; Regional coverage expanded

Government Incentives; Cost Optimization Programs

Actively pursuing incentives under ETP, HSIP, and ATUFS schemes , expected ₹30–50 lakh annual cost savings.

E-commerce & Partnerships; Strategic Partnership Achievement

Onboarded as a supplier for Myntra’s AURA brand



Land Acquisition for Future Expansion

2 acres land acquisition in Panipat with investment of ₹15 Cr for future production capacity.

Growth Prospects – E-Commerce Expansion

E-COMMERCE AS A STRATEGIC GROWTH ENGINE

- Only manufacturer-led brand in the e-commerce segment; peers operate as distributors/networkers
- Direct-to-consumer model enables superior margins, pricing control, and assortment flexibility

CURRENT & TARGET CONTRIBUTION



3%
Total Sales
Current e-commerce revenue



10–15%
(Next 2-3 Years)
Target contribution

PLATFORM & FULFILMENT EXPANSION

- **Flipkart Fulfilment (FBF)** rollout underway
- Coverage across **West Bengal, Maharashtra, Karnataka, Rajasthan, Madhya Pradesh**
- Reduced delivery timelines leading to **higher conversion, repeat purchases, and customer satisfaction**



8–8.5%
Margins

Normal B2B Business



14–15%

Significantly higher margins in B2B channel



5%
Structural Margin Uplift

driven by manufacturer-to-consumer model

Growth Prospects - Other Revenue & Efficiency Levers

INTERNATIONAL EXPORT EXPANSION



Successful UAE shipment
completed with encouraging market response



Expansion into **Middle East** markets underway



Export premiums: **15–20%**
price premium over domestic B2B



Additional benefits from duty drawbacks and GST incentives

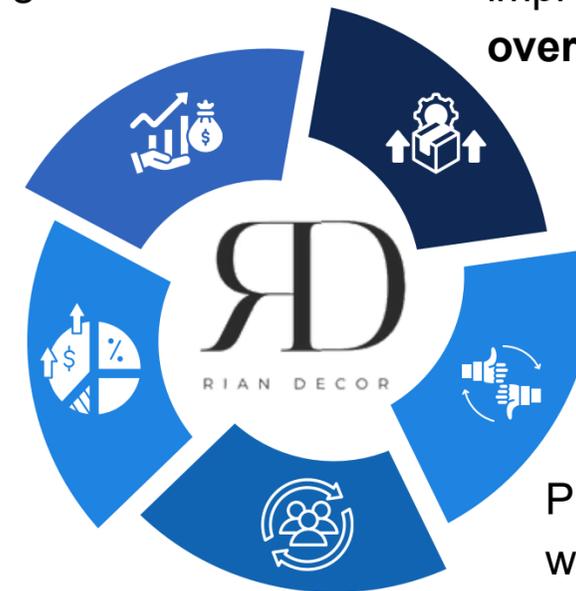


Creates a **high-margin, diversified revenue stream** from global markets

PRODUCT PORTFOLIO EXPANSION

Expansion into **premium and super-soft blanket variants** positioned at the higher end of the price range

Strengthening of product mix to improve **realizations and overall margins**



Higher margins driven by premium pricing strategy

Product offerings aligned with **evolving consumer preferences**

Increased customer lifetime value through **multi-product adoption and repeat purchases**

Industry Overview

GLOBAL BLANKET MARKET



USD 17.78
Billion

Market size (2025)



USD 25.54
Billion

Projected market size (2030)



7.5%

CAGR (2025-2030)

GLOBAL MINK BLANKET SEGMENT

10.3%

Expected CAGR
(2025-2030)



Driven by **consumer preference** for luxury and premium comfort



Rising disposable incomes in emerging markets fueling demand

[SOURCE GRAND VIEW RESEARCH](#)



Industry Overview

CAGR 19.13%.

INDIA HOME TEXTILE MARKET



**USD 4.51
Billion**

Market size (2025)



**USD 6.78
Billion**

Projected market size
(2034)

4.65%

CAGR (2026-2034)

Key drivers:

- Urbanization
- Rising disposable incomes
- Evolving consumer preferences

SOURCE: IMARC GROUP



INDIA BLANKETS & QUILTS MARKET



**USD 0.43
Billion**

Market size (2025)



**USD 0.92
Billion**

Projected market size
(2033)

10.00%

CAGR (2026-2033)

Key drivers:

- Rising demand for comfort
- Seasonal essentials
- E-commerce growth

SOURCE: IMARC GROUP



E-COMMERCE PENETRATION IN INDIA



B2C

outlets collectively
deliver

81.3%

of home textile sales



Market is expected
to grow at a

CAGR

19.13%



E-commerce

growing faster than
traditional retail
channels



Residential buyers
account for

73.7%

of market, driving
home improvement
spending

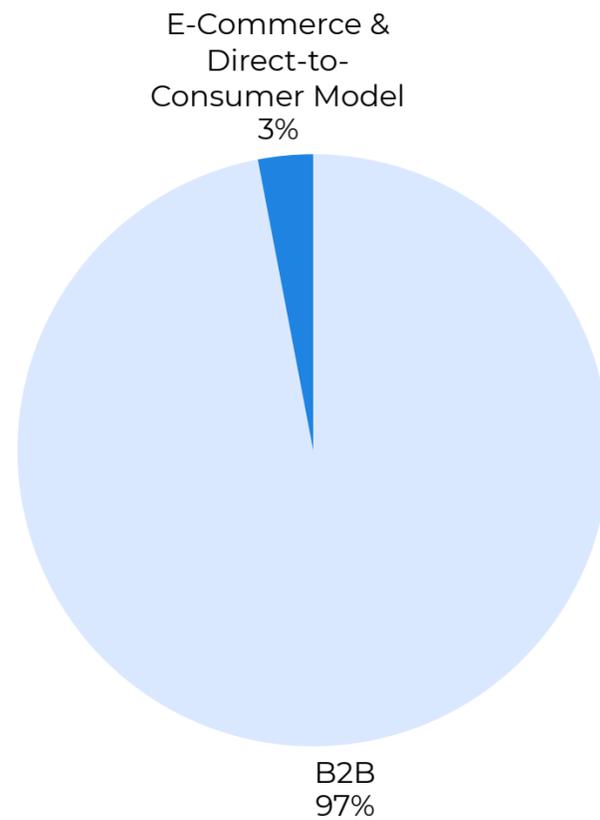
SOURCE: MORDOR INTELLIGENCE



Revenue Mix

BUSINESS MODEL

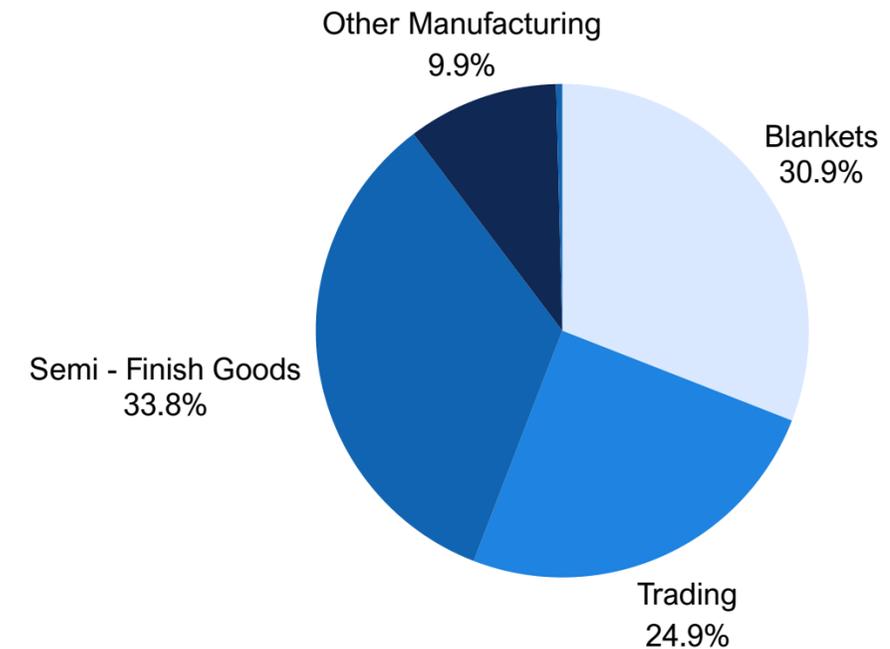
Business Model	Share of Revenue (%)
B2B	97.00%
E-Commerce & Direct-to-Consumer Model	3.00%



FY 2025

PRODUCT CATEGORY

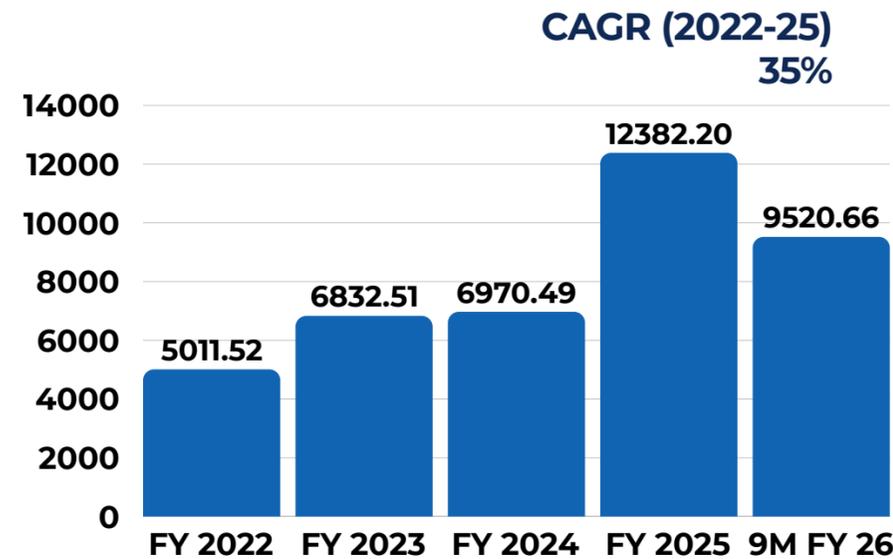
Product Category	Amount (in Lakhs.)
Blankets	3,847.57
Trading	3,099.93
Semi - Finish Goods	4,204.20
Others	1,230.50
Total	12,382.20



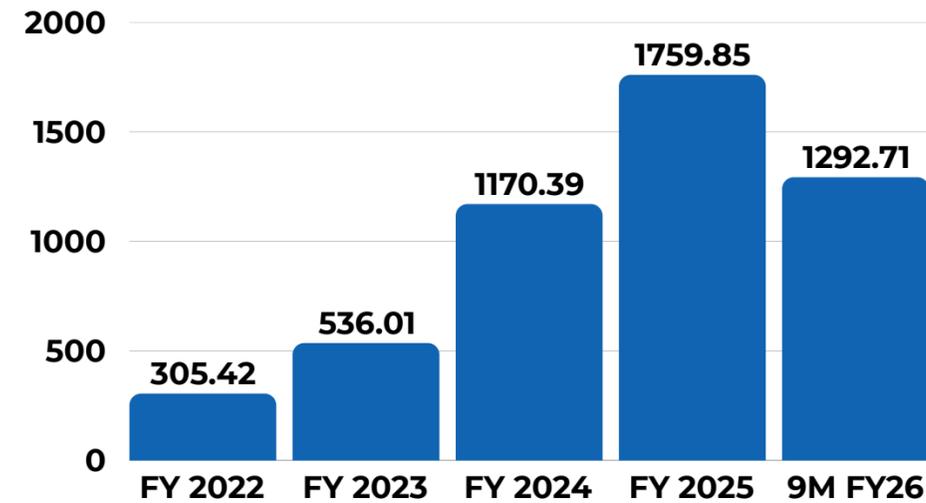
FY 2025

Financials

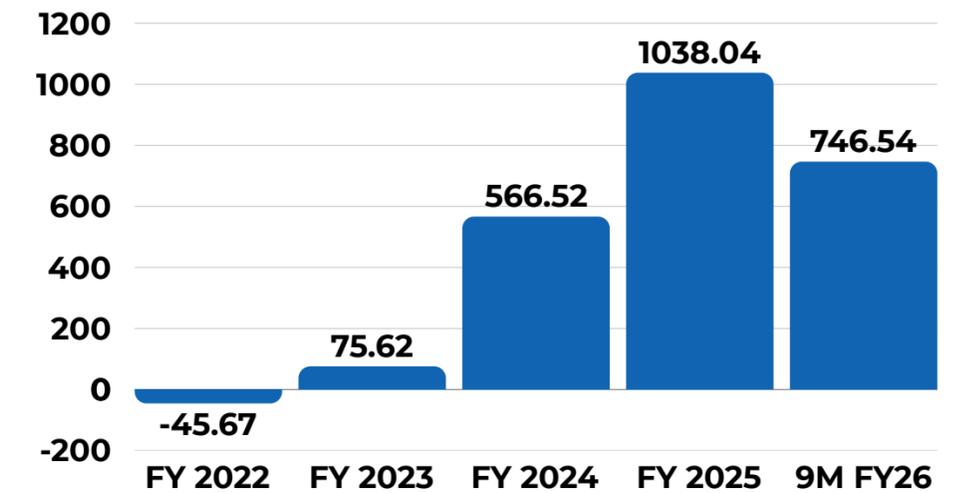
REVENUE FROM OPERATIONS (RS. LAKHS)



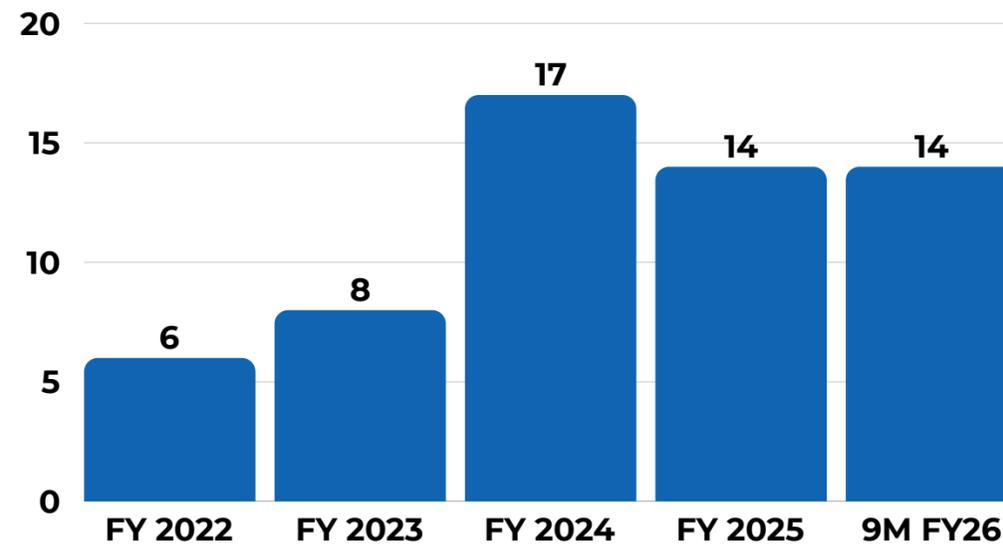
EBITDA (RS. LAKHS)



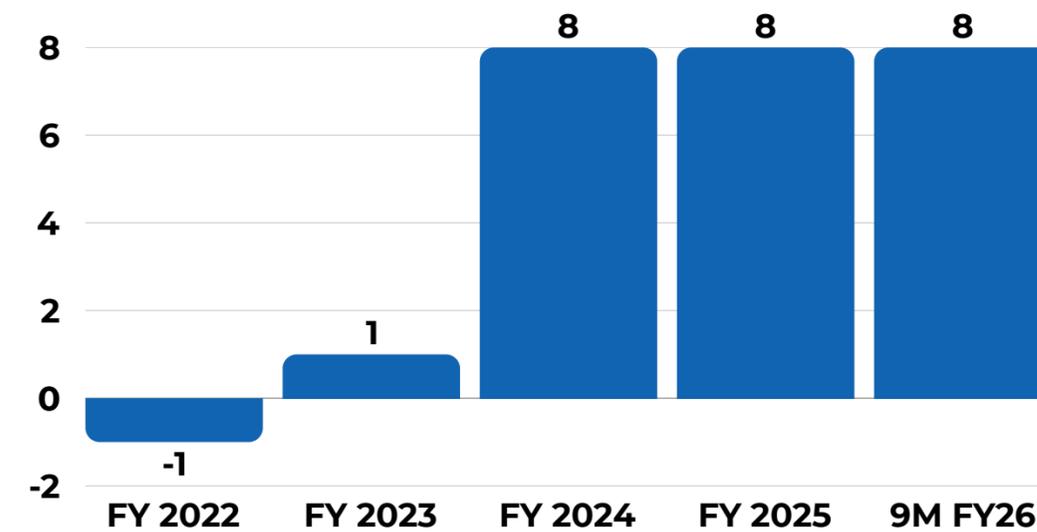
PAT (RS. LAKHS)



EBITDA MARGIN (%)



PAT MARGIN (%)



(Note: FY22–FY25 financial data are based on audited results)

Statement of Profit & Loss

(Rs. In Lakhs)

Particulars	Quarterly			Nine Monthly		Year Ended
	31.12.25 (Unaudited)	30.09.25 (Unaudited)	30.06.25 (Unaudited)	31.12.25 (Unaudited)	31.12.24 (Unaudited)	31.03.25 (Audited)
Revenue from operations	3,209.33	3,785.65	2,525.68	9,520.66	10,031.40	12,382.20
Other income	2.19	0.74	0.49	3.42	4.13	42.97
Total income	3,211.52	3,786.39	2,526.17	9,524.08	10,035.53	12,425.17
Total expenses	2,886.11	3,386.02	2,244.09	8,516.22	9,044.31	11,032.73
EBITDA	429.58	492.33	370.8	1,292.71	1,265.74	1,759.85
PAT	238.84	225.62	282.08	746.54	741.75	1,038.04
EBITDA %	13%	13%	15%	14%	13%	14%
PAT %	7%	6%	11%	8%	7%	8%

Balance Sheet

(Rs. In Lakhs)

Sr. No	Particulars	As at 31.12.25 (Unaudited)	As at 31-03-25 (Audited)	As at 31-03-24 (Audited)
I	EQUITY AND LIABILITIES			
1	Shareholders Funds			
(a)	Share Capital	636.76	446.2	446.2
(b)	Reserves & Surplus	5,304.93	2,105.85	1,067.81
	Total Shareholders Funds	5,941.69	2,552.05	1,514.01
2	Non-current liabilities			
(a)	Long-Term Borrowings	346.76	615.43	883.59
(b)	Long-Term Provisions	47.44	41.7	28.69
	Total Non-current liabilities	394.2	657.13	912.28
3	Current Liabilities			
(a)	Short-Term Borrowings	2,032.71	1,402.14	1,688.87
(b)	Trade Payables			
	(A) Total outstanding dues of micro, small and medium enterprises	-	0.74	0.53
	(B) Total outstanding dues of creditors other than micro, small and medium enterprises	768.78	2,229.96	638.83
(c)	Other Current Liabilities	101.45	121.95	88.3
(d)	Short-Term Provisions	286.21	390.18	225.89
	Total Current Liabilities	3,189.14	4,144.96	2,642.42
	TOTAL	9,525.03	7,354.14	5,068.71

Sr. No	Particulars	As at 31.12.25 (Unaudited)	As at 31-03-25 (Audited)	As at 31-03-24 (Audited)
II	ASSETS			
1	Non-Current Assets			
(a)	Property, Plant & Equipment & Intangible Assets			
(i)	Property, Plant and Equipment	1,611.73	1,165.13	1,328.54
(ii)	Intangible Assets	-	-	-
(iii)	Capital WIP	-	25.22	-
(b)	Non Current Investments	-	-	-
(c)	Deferred Tax Assets (net)	22.2	40.76	29.27
(d)	Other Non-Current Assets	321.78	12.39	12.29
	Total Non-Current Assets	1,955.71	1,243.49	1,370.10
2	Current Assets			
(a)	Inventories	1,464.00	1,547.68	1,668.78
(b)	Trade Receivables	3,143.49	2,633.32	908.77
(c)	Cash and Cash Equivalents	0.33	4.12	4.55
(d)	Short-Term Loans and Advances	2,961.49	1,925.52	1,116.51
(e)	Other Current Assets	-	-	0
	Total Current Assets	7,569.31	6,110.64	3,698.61
	TOTAL	9,525.03	7,354.14	5,068.71



SILKY OVERSEAS LIMITED



RIAN DECOR

THANK YOU



RIAN DECOR

 Harshit Gupta

 Company Secretary & Compliance Officer

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FINPORTAL

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